

RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108

Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

October 10, 1997

RJR Account #160600

Mr. B. Donahue

DONAHUE TOBACCO CO.

****REVISED****

SALEM TEAR TAPE PROMOTION #701497: NOVEMBER AND DECEMBER 1997

Dear Bill:

SALEM .30¢ tear tape product has been re-ordered to pack and ship the above promotion to your participating retail accounts as identified on the attached Customer List. This Promotion will be delivered in two separate drive periods; November and December, utilizing the same Customer List for each drive period.

R. J. Reynolds' sales personnel will issue .30¢/pack payment to retailers at store level.

Packing payment in the amount of **\$112.00 (8 (12M) case(s) @ \$14.00)** was issued on RJR Voucher #15370909, dated 9/22/97, for the original September ship date; therefore, no additional payment will be made.

If you have any questions, please contact me.

Sincerely,

Judy

J. Campbell

Promotional Coordinator / 1610

/jc

cc: 162302

S. MacLeod

Enc. Retailer Letter

Retail Customer List

SALTAPE.DOC

51845 7763